

# Maryland's Industries



## Advanced Technologies

Maryland is home to more than 40 businesses involved in core aerospace and aeronautic activities, with an additional 30 establishments closely supporting the industry.

**Growing Sectors:** Aerospace and defense, information security and assurance

**Industry Leaders:** Northrop Grumman, Lockheed Martin, Hughes Network Systems



## Biosciences

Maryland is home to more than 300 diverse bioscience companies and federal regulatory agencies and R&D institutions.

**Growing Sectors:** Therapeutics, drug discovery/delivery, medical devices and diagnostics

**Industry Leaders:** Human Genome Sciences, QIAGEN, MedImmune



## Insurance & Finance

The insurance and finance industries represent the largest sector of Maryland's economy.

**Growing Sectors:** Retail, data centers, back office operations

**Industry Leaders:** Morgan Stanley, Zurich Insurance Company, T. Rowe Price, Legg Mason



## Manufacturing & Distribution

Maryland is home to a wide variety of manufacturing businesses, from heavy industries such as steel and shipbuilding, to light industries such as electronics devices, seasonings and clothing.

**Growing Sectors:** Distribution and logistics

**Industry Leaders:** Domino Sugar, Mack Trucks, McCormick & Co., Unilever, Black & Decker, Phillips Foods

## MARYLAND WINS TOP HONORS in fDi Magazine's US Cities and States of the Future 2005-2006 Competition

Maryland recently won two top honors in *Foreign Direct Investment* magazine's *US Cities and States of the Future 2005-2006* competition. Maryland tied for first place in the category of "Best Human Resources" and also tied for third place for "Best IT and Telecommunications."

# Maryland in Brief

- 5.6 million residents with a highly educated workforce.
- Proximity to the nation's capital, Washington, D.C., and more than 40 federal agencies.
- Three international airports and a deep-water port.
- Four foreign-trade zones and 30 enterprise zones located throughout the state.
- **More than** \$7 billion annually in federal research and development spending.
- **More than** 800 foreign companies operate in Maryland.

## Foreign Offices



## Contact Information

For more information on how DBED can help your company locate or invest in Maryland, please call 410-767-0685 or email [international@choosemaryland.org](mailto:international@choosemaryland.org).

### International Operations

Maryland Department of Business & Economic Development  
217 East Redwood Street, 12th Floor, Baltimore, MD 21202



888-ChooseMD • [www.choosemaryland.org](http://www.choosemaryland.org)

Martin O'Malley, Governor • Anthony G. Brown, Lt. Governor

# MARYLAND



## FOREIGN DIRECT INVESTMENT Why Choose Maryland?





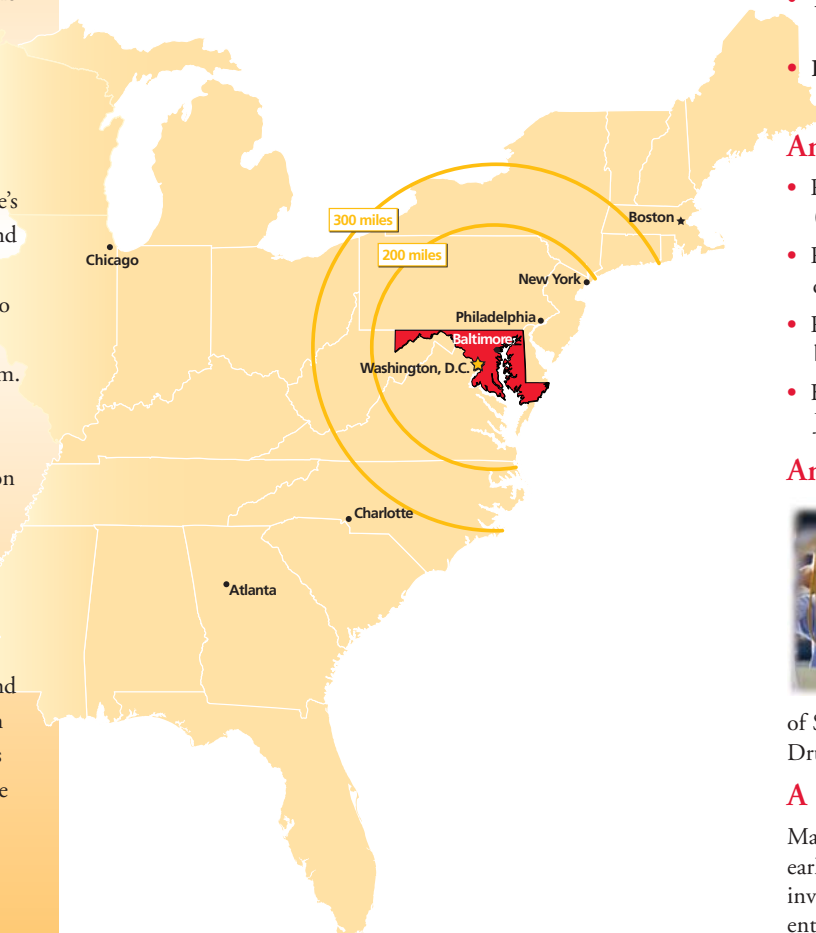
Maryland's Department of Business and Economic Development (DBED) stimulates the state's economy by generating investment and working with companies to create jobs. Its mission includes attracting new businesses to the state, encouraging the expansion and retention of existing companies and providing workforce training and financial assistance. The department promotes the state's many economic advantages and markets local products and services at home and abroad to spur economic development, international trade and tourism.

The International Operations team supports DBED's mission and stimulates economic growth by facilitating contact between Maryland businesses and the international marketplace. International Operations promotes Maryland as a prime location for foreign business investment and helps Maryland businesses introduce their products and services to international markets.

# Foreign Direct Investment: Why Choose Maryland?

In a word, *access*. To customers, competitors and partners—and to the rest of the world.

Located roughly halfway between Boston and Atlanta, and London and Los Angeles, Maryland's mid-Atlantic location offers *proximity* and *access* to key U.S. and international decision makers, partners and agencies in the advanced technology, bioscience, finance, insurance and manufacturing industries.



## Maryland's Business Assets

### Outstanding Transportation Infrastructure

- **Air:** Three major airports (BWI, Reagan National and Dulles), as well as seven regional airports (accommodating corporate jets) and 34 airfields.
- **Rail:** Six lines, including CSX, Conrail, Norfolk & Southern, Eastern Shore Railroad, Maryland & Delaware Railroad and Maryland Midland.
- **Trucking:** More than 5,000 private haulers and independent, common and contract carriers operate within and from Maryland.
- **Port of Baltimore:** Deep-water port connects to six interstate highways and two Class I rail lines.

### An Exceptional (and Growing) Workforce

- Ranked **first** among the states in percentage of professional and technical workers (24 percent).
- Ranked **second** among U.S. states in percentage of workers with a graduate or professional degree (15.2 percent).
- Ranked **fourth** among the states in percentage of the population with bachelor's degree or higher (34.5 percent).
- Home to 61 accredited institutions of higher learning, including the world-renowned Johns Hopkins University and the 11 campuses of the University System of Maryland.

### An Atmosphere of Creative Innovation



Home to more than 40 research-intensive federal institutions, world-class academic institutions and research facilities—and recipient of \$7 billion (USD) annually in federal research and development funds—Maryland's economy is driven by an atmosphere of creative innovation.

U.S. government facilities in Maryland include the National Institutes of Health, National Security Agency, National Institute of Standards & Technology, U.S. Department of Agriculture and the Food and Drug Administration.

### A Business-Friendly Environment

Maryland's award-winning investment programs have made the state one of the most active early-stage investors in the United States. Through innovative assistance programs and direct equity investment, Maryland is building a culture, environment and infrastructure to support entrepreneurship, technology commercialization and business growth.



## Maryland DBED: A Trusted Partner for Your Relocation or Expansion Needs

Our experienced investment and trade specialists work side-by-side with international businesses as they evaluate all of the variables that go into making a successful site location decision.

### Services Provided:

**Market Research** on labor availability, wage rates, taxes and duty costs.

**Building and Site Selection Assistance** to meet your company's expansion requirements.

**Incentives** that are coordinated and packaged to provide the highest possible level of financial assistance.

**Liaison Service** between your company and government/regulatory agencies to ensure a smooth and timely relocation process.

**Cultural Assimilation** to provide information on international schools, community and cultural organizations that can help relocated employees feel more at home.

**Referrals** to local attorneys, accountants and banks with expertise in areas such as immigration, incorporation or financial services.

**Supplier Contacts** to connect you with potential vendors and service providers.

DBED also helps resident Maryland businesses succeed in international markets through training, financing, exporting, marketing and technical assistance.

